It Now Holds This Price Advantage

Essex quality quite naturally creates an expectancy of high price. Compared on every hand to costly cars it would be strange if many did not fall into that error.

Thus actual price comparisons give Essex true value in sharp relief.

How many of the cars in the Essex price range do you ever embrace in the same thought with it in regard to fineness, ability and distinction?

And do not the cars that you consider in the Essex quality class invariably cost hundreds of dollars more?

In reaching a standard by which to understand Essex values you must consider such price contrasts, as well as facts bearing on ability and dependence. Such examination will convince you also of the unusual value the Essex represents.

Reasonably Prompt Delivery

Lambert-Hudson Motors Co.

Salesroom

633 Massachusetts Ave. 1212 Connecticut Ave. Telephone Franklin 7700

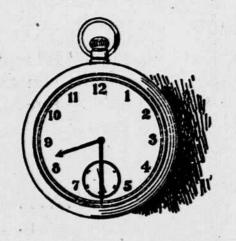
Member Washington Automotive Trade Association.

LIST OF DEALERS:

Phipps, Cox & Winterson, Annapolis. F. Bond Boarman, Belair, Md.
Queen City Garage, Cumberland, Md.
Easton Motor Sales Co., Easton, Md.
Patapaeo Garage, Ellicott City, Md.
Harbaugh Auto Sales, Frederick, Md.
People's Garage, Galena, Md.
Charles F. Hull, Hagerstown, Md.
Garrett Motor Co., Oakland, Md.
ullen Motor Co., Pocomoke City, Md.
J. M. Duncan, Alexandria, Va.

A. W. Fooks, Salisbury, Md. Palace Garage, Westminster, Md. Smith Motor Co., White Marsh, Md. Virginia Motor Co., Charlottesville, The Virginia Motor Co., Frederickshurg, Va.
Hargrave & Lewis, West Point, Va.
Hicks Motor Co., Winchester, Va.
J. M. Bright, Keyser, W. Va.
L. E. Hedges, Martinsburg, W. Va.

Lambert Automobile Company, Baltimore, Md.



After 8.30 P.M.

OU can make a long distance telephone call at a rate that is only about one-half the charge for a

Evening and night reduced rates bring all the advantages of long distance service-speed, convenience, accuracy, satisfaction-to your command at very low

Reduced rates apply only on station-to-station calls —that is, calls where no particular person is specified to the operator when the call is placed.

Between 8.30 P. M. and midnight station-to-station day rates are reduced approximately one-half on this class of call, and from midnight to 4.30 A. M. the rate is only about one-fourth the station-to-station day rate.

There are occasions every day when you can use this economical service in your business and social affairs.

Call up your friends in the evening. See telephone directory for rates to nearby points or ask the operator.

C. T. CLAGETT, Division Manager

The Chesapeake & Potomac Telephone Company

PRESIDENT'S CONCERN OVER RAILWAY SITUATION PLEASES

Business Men Believe Government Should Straighten Out Transportation Tangle. Review of Trade Conditions.

President Harding and his cabinet workers will soon be reduced from 2.000 to 400. The Cramp yards in Philadelphia have completed forty-six torness men generally have found the break of the war. high freight rates a har to a rapid return of normal conditions. At a costs have been greater than at any time in the history of the country. Efforts at readjustment have come to an abrupt halt every time the barfered in these markets. The result has ben stagnation in many lines.
Shippers and producers have not been inclined to blame the railroads very much and railroad officials very much and railroad officials themselves have not shown a disposition to take advantage of the situation. Many have publicly expressed the belief that rates are far too high under present conditions. The roads have wanted to lower rates, but have been met in their own officers by operating deficits. Among business men generally the feeling has been that the government should take a hand in straightening out the transportation tangle and are gratitransportation tangle and are grati-fied over the news from Washington that definite steps are about to be

Plan in View to Export Surplus Cotton Crop

NEW ORLEANS, La., March 30 .- A move which promises to prove of great assistance to the south as a whole and to the producers of cotton in particular is in course of preparaion by the War Finance Corporation for launching in the near future. Eu-gene Meyer, jr., head of that corporaon, has invited the leading bankers of the south to a conference at Wash-ngton next Monday to discuss and levise ways and means for moving a large part of the south's surplus rop of cotton to the European nations which are crying for it but are mable to buy except on long-time

Inability to export more of that crop ecause the war-impoverished councies of Europe are unable to pay eash on the spot for it is one of the chief causes of the low price now prevail-

Eight Million Bales Left Over. Some idea of the need of assistance can be gathered from the fact that the south will probably have to carry over into next season about 1,000,000 bales from last year's growth, or 3,000,000 more than last tr. as a result of the breakdown the world credit system, unless War Finance Corporation or rear. as a result of the breakdown in the world credit system, unless the War Finance Corporation or tome other governmental agency aids in moving it abroad, where it is so addy needed.

Heavy realizing in the past few leaders in all matters affecting wages lays by those who bought cotton and conditions of labor. The coopers

Josits for the fourth consecutive month. Savings in the district total \$310,001.788, against \$290,040.334 on March 1, 1920. Money is in small lemand by manufacturers, not only because they are less active, but a smaller sum is required to purchase raw materials. In less than a month fifty-eight banks in the larger cities have decreased loans more than \$15,000,000.

The marine exhibition held here was so successful that plans are

made for another exhibit next year NEW YORK, March 30.—Great sat-on a much larger scale. The Harlan shipyard of the Bethleisfaction was expressed in business hem Steel Company at Wilmington has launched its last ship and the

break of the war. Anthracite Rate Above War Level. Great interest is manifested in the time when the community markets action the anthracite operators will take taken a decided turn down-have taken a decided turn down-ward toward pre-war levels, freight costs have been greater than at any sities that has not been liquidated. Prices still are above the war level. Retail trade is fully up to expectarier of high freight rates has been encountered. The cost of placing goods on the more distant markets has been greater than the prices offered in these markets. The result has ben stagnation in many lines.

Shippers and producers have not seem that the prices of peaches, pears and plums in Dela-ware goods. ware, southern Pennsylvania and southern New Jersey, according to re-ports from the farmers. This is a seri-

New England does not show any marked improvement. The feeling is marked improvement. The feeling is not show any large marked improvement. The feeling is not show any large marked improvement. The feeling is not show any large marked improvement. that conditions are still in process of readjustment and that interests will be best served by letting this readjustment run its course and get-

ting it over with.

There are vifts in the clouds, how ever. The head of the Thomas G. Plant Shoe Company, makers of wom-en's shoes, with a daily capacity of 17,000 pairs, reports signs of improve-ment. A high official of the Endicott Johnson Company, among the larg-est manufacturers of shoes in the country, states that orders are larger just now than in a long time.

TODAY'S BOND PRICES.

French government 8s.

Government of Switzerland 8s.

Government of Switzerland 8s.

I Kingdom of Belgium 7½s.

U. K. of G. B. and Ireland 5½s 1921.

U. K. of G. B. and Ireland 5½s 1921.

U. K. of G. B. and Ireland 5½s 1929.

U. K. of G. B. and Ireland 5½s 1929.

U. K. of G. B. and Ireland 5½s 1929.

U. K. of G. B. and Ireland 5½s 1927.

American Tel. and Tel. conv. 6s.

1 Armour & Co. 4½s.

Atchison. Topeka and Santa Fe gen. 4s.

Atchison. Topeka and Santa Fe gen. 4s.

Attantic Coast Line 7s.

1 Attantic Retining Co. 6½s 1931.

Raltimore and Ohio conv. 4½s.

Raltimore and Ohio 6s.

Raltimore and Ohio 8s.

Baltimore and Ohio 8s.

Central Pacific 4s 1949.

Chesapeake and Ohio conv. 4½s.

Chi. Jur. and Quincy jt. 4s.

Chi. Jur. and Quincy jt. 4s.

Chi. Jur. and St. Paul refd. 4½s.

Chi. Mil. and St. Paul refd. 4½s.

Chi. Mil. and St. Paul conv. 4½s.

Chicago Union Station 6½s.

1 Chi. R. I. and Pacific refdg. 4s.

Chicago Union Station 6½s.

Delaware and Hudson 7s 1930.

1 Erie general lien 4s.

General Electric 6s.

Initernational Mercantile Marine 6s.

Int. Rapid Transit 1st and ref. 5s.

Initernational Mercantile Marine 6s.

Int. Rapid Transit 1st and ref. 5s.

Missouri Kansas and Texas 1st 4s.

New York Central 7s 1930.

1 Missouri Facific general 4s.

New York Central 7s 1930.

New York Central 7s 1930.

New York Central 7s 1930.

Nortolk and Western conv. 4s.

Nortolk and Western conv. 6s.

1 Northern Pacific 4s.

Pennsylvania 7s of 1930.

Pennsylvania 7s of 1930. Pennsylvania 7s of 1930.
Pennsylvania gen. mortgage 4½s.
Reading General 4s.
St. Louis and San Fran. 4s, series A.
St. Louis and San Francisco 6s 1929.
St. Louis and San Francisco inc. 6s.
Scaboard Air Line refdg. 4s.

the retail trade here develops the fact that optimism prevails as to the probability that last year's sales records will be surpassed in many lines. It is pointed out that business was good last year only, for the first four of the twelve months. Business began to go off decidedly.

C. P. RAILWAY EARNINGS.

Gross, 1920, \$216,641,349; Net
Total, \$33,153,044.

MONTREAL, March 20.—Gross earn-

ASK EMPLOYMENT FUNDS.

Appeal Made for \$2 Contributions to Continue Service.

the city to give \$2 each to complete fund of \$1,000 needed to supplement the

Shoe Factories at Capacity.

Some of the makers of women's shoes in Haverhill and Lynn. are operating at capacity. The shoe business generally is spotty, but a little more active on the average.

The woolen manufacturing companies have taken a good volume of orders, but with the shaky condition of the wool market and the garment with caution. Taking all the woolen mills of New England, an estimate of the cheaper grades of cotten good.

made.
The cheaper grades of cotton goods have improved in price.
Building operations are still suspended because of a strike of the building trades, now in its tenth week. Where operations have been resumed it has been at the employers figures of 90 cents an hour. The unions have been holding out for \$1 an hour.

WINS G.U. DEBATE HONORS

badly needed.
Heavy realizing in the past few days by those who bought cotton before the recent extensive advance has not only checked the upward novement, but has given it a fair sized ackset.

Savings Banks Deposits

Showing Steady Increase

BY FRANK D. McLEAN.

Special Dispatch to The Star.

PHILADELPHIA, March 20.—Reports from the fourth prize debate was: "Reports from the following and they should be for their old control of the books from the fourth prize debate of the Georgetown University Law School last night, second honors be strong and they should be for their old control of the solved. That legislation be enacted for solved. That legislation be enacted for solved. That legislation be enacted for solved the fish back solved the fish back of the markets is so plentiful that it will tide the dealers over the proposition of the strong from the fourth consecutive and not with labor leaders in the fourth prize debate stand conditions of labor. The coopers in the fourth prize debate stand conditions of labor. The coopers shad conditions

Washington Stock Exchange

Continental Trust Company-1 at 101 Union Trust Company-10 at 123, 10 at 123

Capital Traction-3 at 88. Washington Gas 71/2s-\$1,000 at 100%, \$1,00

1003, Capital Traction 5s-\$1,000 at 86%, \$1,00 86%, \$1,000 at 87, \$500 at 87. Washington Gas Light-6 at 43%.

Bid and Asked Prices BONDS

PUBLIC UTILITIES.

STOCKS

NATIONAL BANKS

FIRE INSURANCE

CURB STOCKS.

Quotations furnished by W. B. Hibbs & Co.

PUBLIC UTILITIES.

American Tel. and Telga. *10634
Capital Traction *88
Washington Gas . 4212
Nerfolk and Wash. Steamboat . 180
Washington Rwy, and Elec. com. 23
Washington Rwy and Elec. pfd. 58
Washington-Virginia Ewy. pfd. 3

TRUST COMPANY American Security and Trust... Continental Trust National Savings and Trust...

Security Storage ... Washington Market *Ex-dividend.

\$2,000 at 5914, \$2,000 at 5914.

Lanston Monotype-6 at 73.

American Tel. and Telga. 4s.
American Tel. and Telga. 4½s.
Am. Tel. and Tel. conv. 6s.
Am. Tel. and Tel. conv. 6s.
Anacostia and Potomac 5s.
Anacostia and Potomac guar. 5s.
Chesapeake and Potomac Tel. 5s.
Capital Traction R. R. 5s.
City and Suburban 5s.
Metropolitan R. R. 5s.
Potomac Electric Light 5s.
Potomac Electric Light 5s.
Potomac Electric cons. 5s.
Potomac Electric Power G. M. 6s.
Wash. Alex. and Mt. Ver. 5s.
Washington Gas 5s.
Washington Gas 75gs.
Washington Rwy. and Elec. 4s.
Wash. Rwy. and Elec. 4s.

MONTREAL, March 30 .- Gross earnings of \$216,641,349 for 1920 are listed in the fortieth annual report of the Canadian Pacific railway, made public here. dian Pacific railway, made public here. Net earnings totaled \$33,153,044, while the net surplus, with pension fund contribution, all charges and dividends deducted, is \$450,358.

Gross receipts exceeded those of 1919 by \$39,712,289 and net earnings were \$220,008 greater. The report stated that the addition of \$39,492,281 in working expenses was due, in part, to what is known as the "Chicago wage award," which added approximately \$12,000,000 to the annual pay roll. SAVINGS BANKS.

East Washington 14
Merchants 147
Security Savings and Commercial*197
Union Savings
United States
Washington 150
United States
Washington 160
United States
Washington 160
United States

EASTER SHAD CATCH HUGE

Market in Baltimore Overstocked, Prices Take Slump.

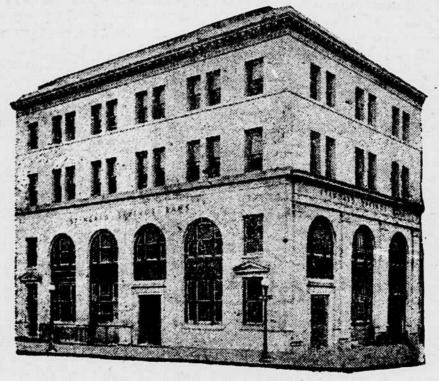
BALTIMORE, March 30 .- While local fish dealers last week were pre-dicting the extinction of the shad dicting the extinction of the shad unless something was done to protect them during the spawning season. fishermen on the eastern shore were hauling them in in seines in such numbers that today the Baltimore market is practically glutted with shad and the bottom has dropped out of prices.

The shad catch just before Easter.

The shad catch just before Easter, when the weather was so warm, was the biggest of the season, and while boats are still bringing plenty of shad to the markets, the dealers are already well stocked up with large supplies, and wholesale prices have dropped to 10 cents and 12 cents a pound for buck and 18 cents to 22 cents for roe shad, but the retail prices have not been reduced in proportion.

Miss Belle Burke of Goochland county has the distinction of being the first woman to be elected county superin-tendent of schools in Virginia.

OPENING TOMORROW



OFFICERS AND DIRECTORS

A. S. GARDINER,

J. ROZIER BIGGS. E. D. WILLIAMS,

Vice President.

DALE S. VENABLES, Cashier. WM. E. RICHARDSON.

I. Rozier Biggs Mrs. M. Brooks John J. Costinett Arnold Hirsh Edward Kohner Harry S. Lewis William Neuland George Plitt William E. Richardson Ernest G. Walker Charles Stanley W Fred J. White

-the Standard Savings Bank will occupy its new building, in which has been installed the most complete and modern equipment for the transaction of the business of the institution.

It will mark but another step in the persistent policy of maintaining a STANDARD OF SERVICE, which has made this bank so popular with its

A STANDARD OF SERVICE - not service of words alone, but service of actions; not ultra-dignified banking, but performance of modern banking service in every sense of the word, coupled with genuine good fellowship, that makes everyone feel at home, whether he comes to make a deposit or to seek the advice of our officers upon some personal matter.

May We Have the Pleasure of Your Presence Tomorrow?

8:30 to 6:00 :: 7:00 to 10:00

STANDARD SAVINGS BANK

"Better Service"

NINTH STREET AND NEW YORK AVENUE

Iomorrow

FOREIGN BONDS.

OIL STOCKS.